

---

**Tom Szews**

2970 San Juan Trail  
Brookfield, WI 53005  
(414) 313-9072 Mobile  
tom.szews@gmail.com

March 7, 2023

**Ms. Michelle Luedtke**

City Clerk, Brookfield, WI  
2000 North Calhoun Road  
Brookfield, WI 53005

**Dear Ms. Luedtke,**

I am writing to formally express my interest in filling the aldermanic vacancy resulting from Ms. Meza's resignation. My resume is attached.

My wife, Audrey, and I chose to live in Brookfield almost 26 years ago, and we plan to stay for another 26. Our four sons, ages 24, 21, 20 and 17, are all graduates of Brookfield East. I have coached youth sports for 15 years, and have held leadership positions at St Joseph's Catholic Parish, Wauwatosa, and in the Brookfield East parent community. My dedication to this community and my past work in business development have given me a unique ability to truly understand all sides of an issue.

I recently realized a lifelong goal and made a career change last summer when I became a high school teacher. The reduced work requirement during the months of June, July and August allows me to invest the time required to get up to speed as an alderman.

I want to be an alderman because I think that I can be a really good one and because I have the ability to put in the time it takes to serve my 3<sup>rd</sup> District neighbors. As a citizen of the United States and the State of Wisconsin, a qualified elector of the City of Brookfield, and a resident of the 3rd Aldermanic District, I meet the requirements of the position.

Please let me know that you received this letter and resume, and I look forward to the next step in the process.

**Sincerely,**

***Tom Szews***

**Tom Szews**

CC Mayor Steven Ponto

**Thomas J. Szews**

2970 San Juan Trail, Brookfield, WI 53005

414-313-9072 tom.szews@gmail.com

---

**Areas of Expertise:**

- Understanding how organizations operate, culture, and the personal and business motivations that drive micro and macro decisions
- Building trust based value added relationships with decision makers
- Succeeding in a fast paced environment with evolving priorities and constant change
- Establishing and executing a sales process
- Adjusting to evolving educational environments to inspire learning

**St. John's Northwestern Academies, Delafield, WI High School Teacher 2022-Present**

- Understanding and motivating high school students from around the globe
- Inspiring the learning of computers and engineering

**UFS, LLC. Grafton, WI Regional Business Development Manager 2018 - 2022**

- Established relationships with professional organizations
- Promoted the UFS brand and establishing executive level relationships
- Brought new customers to the UFS community

**Windstream Holdings, Inc. Brookfield, WI Major Account Executive 2014 – 2018**

- Responsible for establishing a Large Enterprise campaign in SouthEastern Wisconsin
- Average annual contract revenue of \$1.8M
- Senior member of the SE Wisconsin sales team with three years of success

**Gartner, Inc. Chicago, IL Account Executive 2010-2014**

- Directed various team members in the delivery of Gartner service and ensured that my clients realized a return on their investment in Gartner
- Negotiated first ever consulting engagements with Johnson Controls and Harley Davidson
- Met or exceeded Consulting Quota 2010, 2011, 2012 and 2014

**Sieve Networks, Inc. Wauwatosa, WI - Business Development 2009-2010**

- Established formal and informal partner relationships to expand service offerings
- Established managed security and telecom services and reestablished collocation service

**Norlight Data Centers, Inc., Brookfield, WI Director Sales and Marketing 2008 - 2009**

- Instrumental in creating a new Q-Comm business unit, Norlight Data Centers, Inc.
- Helped lead the mechanical, network and electrical blueprinting of an efficient Data Center
- Managed the indirect sales force successfully targeting small and medium accounts
- Awarded discretionary stock options as recognition for outstanding performance

**Thomas J. Szews**

2970 San Juan Trail, Brookfield, WI 53005

414-313-9072 tom.szews@gmail.com

---

**Norlight Telecommunications, Brookfield, WI** **1996 – 2008**

**Senior Market Development Manager, Managed Services (Marketing)** **2007 - 2008**

- Managed vendor relationships and led a product team that generated \$4.5M annual revenue
- Marketed Managed Services through direct campaigns, webinars, and seminars

**Category Manager, Voice over IP Telephony and Local Services (Marketing)** **2004- 2007**

- Led the marketing team as Norlight developed a comprehensive VoIP service offering
- Trained incoming and existing sales professionals and sales engineers

**Market Development Manager (Sales)** **2002 - 2004**

- Established a vendor partner program ensuring service reliability and cost savings
- Provided feedback to the Marketing Department to create new and improve existing services

**Sales Manager (Sales)** **2000 - 2002**

- Negotiated and executed contracts, led a 7 person team, annual revenue growth of \$1M
- Helped design and implement a consultative, solution based customer acquisition process

**Senior Account Manager** **1996 - 2000**

**OTHER EXPERIENCE:**

1994 - 1996: Graduate Assistant, University of Memphis, Memphis, TN

1993 - 1994: Associate Engineer, 1990 - 1993: Sales Associate, Commonwealth Edison, Libertyville, IL

1988 - 1989: Engineering Assistant, The ANCO Consulting Group, Milwaukee, WI

**EDUCATION**

MBA, University of Memphis, Memphis, TN

BS Electrical Engineering, Marquette University, Milwaukee, WI

**AWARDS, APPOINTMENTS, INTERESTS:**

2011 Gartner Winner Circle and Big Deals Club Winner

2007 Q Excellence Award Winner, Norlight Telecommunications

Journal Communications: Director, Board of Directors 2000-01, Joint Unitholders Committee 1999-01

Youth Sports Coach, Soccer, Volleyball and Basketball 2006-2020

Poll Worker, Brookfield, WI

St Joseph Parish, Wauwatosa, WI: Parish Council Chair, School Committee Chair, Scout Leader

Spartan Athletic Booster Club: Membership, Concessions, President 2016-2022